#### CHILEANS TO HAVE **BIG TRADE FLEET**

Other South American Countries Making Efforts to Acquire Ships.

By ERNESTO MONTENEGRO. Specially written for the Latin American Section of THE SUN.

American American republic of Studies and the great commercial and the

A company constituted in accordance with the Chilean law will be entrusted with the exploitation of the fleet and will reimburse the state for the capital invested in the construction of the steamships. After five years the Government may require the ment may require the company to have 75 per cent, of the officers and crew of Chilean nationality.

To provide the necessary funds for To provide the necessary funds for the carrying out of such a project a special merchant marine fund will be created by setting aside 5 per cent of the nitrate export duties and the sur-plus of the navigation duties.

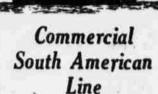


An American orchestra of high order desires to introduce their music, both classic and secular, dancing or concert, under the auspices of some South American Club or Hotel. Address D. M., Box 129 Sun.



"VIA COLON" DIRECT ROUTE TO CENTRAL and SOUTH AMERICA

New York Office 64 Broad Street Phone Bread 872



REGULAR SAFLINGS TO

Pernambuco, Bahia, Rio de Janeiro, Santos, Montevideo, Buenos Aires, La Plata and Rosario.

Moore & McCormack Co., Inc. Bowling Green 6223 5 Broadway

#### GERMANY AIMS TO REGAIN HOLD IN SOUTH AMERICA

John Bassett Moore

Sends Appreciation

Commercial Interests of United States Enjoy Only Temporary Advantage-Teutons' Old and Efficient Organization Practically Intact.

By F. EUGENE ACKERMAN, 'ormerly Director Bureau of Latin American Affairs Committee on Public Information.

did not always sell after buying. They stored enormous amounts of raw mate-rials in warehouses, either at the seaboard or adjacent to it. Those materials now await transportation to Germany, and they include many of the products that are needed to supply her factories.

Vast Holdings by Germans.

what of German exporters, are quantified of the market which is personners, it is mailes better whether the personners of the market which is personners, it is mailes better whether the personners of the market which is personners, it is mailes better whether the personners of the market which is personners, it is mailes better whether the personners of the market which is personners, it is mailed to dispress the mailes better whether the personners of the market which is personners, it is market to the allied of the personners of the property products and personners of the personners of t

own copper mines and dising stores. In Peru, Bolivia, Ecuador and Venezuela this same condition is repeated. In Paraguay the Germana have CONSULAR INVOICES stancias thick with cattle.

In Brazil, Argentina and Chile, par-ticularly, there are large and powerfu German colonies that have their own cities—and their own type of German "kultur." The German merchant and the neutral merchant, who is a German sympathizer, are scattered throughout the continent, even to the utmost re-cesses.

German interests control many South American public utilities. In the Ar-gentine they own the chief electric light and power plant and the street railway also the traction and power systems in Research and other big Argentine cities. In Chile they control the traction systems in many of the thriving centres. cystem in Buenos Ayres. They own Reserio and other big of the traction systems in Chile they control the traction systems in many of the thriving centres, including Santiago, and the same is true in Peru, Bolivia, Brazil and other republics.

Some of these specific complaints in volve the failure to make out the paners so that they may be intelligently read by the Comsular attaches and consignes at the foreign ports, as well as negligence the foreign ports, as well as negligence.

The German banks are a power in in making the specifications in the ConArgentina; not so long ago one German sular invoices agree with the bills of 5,000,000 peacs. The Argentine Govern-ment needs an increased national revenue, and in order to obtain it has formulated a law taxing personal in-comes above 1,500 pesos, and all the in-comes of foreign corporations. The tax on the latter is based on earnings on invested capital. Now German invest-ments in Argentina are third in im-portance, Great Britain coming first and France accound. Therefore it is baselier France second. Therefore, it is hardly development of a great taxation

Brazil has developed an industry in wool and cotton fabric plants which produce \$200,000,000 worth of material annually. It is interesting to note that many of these fabrics have German capital invested in them. Germans own factories, lands, traction companies and railroads in central and southern Brazil, which is the temporate part, and the section which is most susceptible to trade development from the standpoint



Direct service on fast twin-screw steamers with weekly sailings. Also weekly sailings for Havana, Cuba.

TO PROGRESO, VERA CRUZ AND TAMPICO Regular sailings to Nassau, Bahamas. Literature and full formation on request.

> NEW YORK AND CUBA MAIL STEAMSHIP CO., Foot of Wall Street, New York.

# HOW SALESMEN WIN

Europeans Have Advantage of Using the Language of the Native.

port houses and ardent supporters of German financial institutions. They constitute a ready made market for German products that will not only be Preclado's two travellers: neither combined the qualities we seek in the suc ceastul salesman to South America, re loyal but will be fired by a zeal fostered by five years of venom. They will not only be replenishing their stocks; they will be fighting a boly commercial war. As an indication of the importance of this market which is yearning for the return of German commerce, it is only necessary to refer to the allied Your correspondent remembers a zeal ous American "crackerjack" whom h had seen perform enviable selling stunts on his native soil. He was high and dry on the trade reefs in Latin America. He

PROVE CONFUSING Complaint Comes From Latin

is expressed by the majority of Consular officials representing the Latin American republics in New York city. It is the desire of these Government representatives to call to the attention of manufacwhom I happened to know was in the market for cars.

American Officials.

General complaint against the im-

proper making out of Consular involces is expressed by the majority of Consular

the hundreds of Consular invoices that come to the office every week it is almost impossible to give them proper attention. Papers should reach the office at least twenty-four hours before the time set for departure of steamships.

South American Exchange

Cables Demand Argentina (gold))... 97.32 97.13

(Furnished by the National Bank of New York.)

Argentina (currency) 42.82 Brazil (milreis).... 27.50

Enropeans Real Mixers.

Our good American salesman who tpoke English so fluently and Spanish of at all had a pleasant trip down the He said he enjoyed the view

speaking about the failure of merchants to exercise due care in the making out of their papers. "We would be giad to help them out if we could, but we have not the time nor the necessary help. The failure to exercise care in the making out of these important papers not only causes confusion here, but at the port of destinatiof, where such negligence generally causes a fine to be imposed on the purchasers of American goods.

"Consular fees to Panema amount to fees throughout the world this of guese point of view, a mixer of no mean calibre, and if necessary to further his business career he will marry into a Spanish American family. The appear-

A prominent locomotive works has an-ounced the opening of permanent of-ices throughout the world this coming all. The important Argentinian branch purchasers of American goods.

"Consular fees to Panama amount to nine-tenths of 1 per cent of the total value of the goods. When Consular invoices are drawn up improperly the important Argentinian branch of this worldwide industry at Buenos Ayres will be in charge of a man who can sell locomotives and who is stopping at the Wal. Agree will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will be missionaries in this cannot but feel that they will be in the printitive towns of the interior will carry the spirit of our people with the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the mand will carry the spirit of our people with the mand will carry the spirit of our people with the mand will be missionaries, in fact, city, and who is stopping at the Wal. Of the fact that the prohibition is a fine of the search wall who is stopping at the Wal. Of the fact that the prohibition is will carry the spirit of our people with the mand will

I not conclude by offering the following advice to the serious seeker of business on the promising continent to the south

IN LATIN AMERICA

On the promising continent to the south of us:

Don't send merely a good salesman. Don't consider for a minute a theorizing linguist who admits he wouldn't know a sale if he saw one. If you cannot procure a thoroughly competent Spanish speaking salesman (never mind his nationality) who "knows the ropes," don't send anybody. Save your money, and incidentally the reputation of your concern.

JOHN P. RISQUE. ern. JOHN P. RISQUE. New York, July 12.

YANKEES NOT LINGUISTS WEST INDIES OFFER FIELD FOR TRADE

	U. S. EXPORTS TO WEST INDIES.		
ш		1915	1918.
t	Cuba	156,750,004	\$227,186,04
	Porto Rico	44,515,141	1 64,043,31
33	British West Indies	12,945, 520	21,422,53
7	Dominican Republic	7,447,182	19,158,44
	Havti	4,359,356	9,069,27
*	French West Indies	5,695,650	5, 357, 45
	Dutch West Indies	1,265,908	1,361,48
	Virgin Islands	\$82,412	1,640,10
	Total	70,914,523	\$236,716,63
*	"The total of 1918	represe	ents an in

ready made clothing, dairy products, flavoring extracts, wines, office supplies, tellet articles and denims."

The report concludes with a review of the trade of Jamaion. Trinidad and To-

It is interesting to note that the

TOURISTS AWAY

Latin Americans Said to Favor "Wet" Countries.

"While the number of Latin American visitors to New York is larger than ever before," said Domingo R. Martinez, a young Porto Rican now engaged in the see that they do not.

"Another complaint that Consuls have against exporters lies in their failure to bring their papers within a reasonable time before sailing date of steamships. Unless a Consul has at least twenty-four hours in which to examine and.

would be compared to go for half the price.

The writer, a salesman for a publishing house, was a guest at dinner about a month ago with six Latin Americans who came North in quest of first hand information on certain machinery. Only one of the distinguished visitors, a representative of the largest sugar producing concern in the world, spoke English in four concern in the world, spoke English in four concern in the world, spoke English as peaking south one of the click of the edge of the enjoyable affair during the entire meal and but for the English aspeaking guest would have dropped overbosed.

Why should a business man be invited to choose between the two types illustrated by Mr. Preciado when the right kind of mon are available and are cheap at twice the price paid to my illustrated above? And I can name more like them. May

# THE TRUTH ABOUT MEXICO THE PUBLIC DEBT

American papers usually refer to the "enormous and overwhelming unpaid debt of Mexico."

The external and internal debt of Mexico, estimated up to the last day of the month of June, 1919 is, in United States currency, as follows:

Principal EXTERNAL DEBT \$143,472,125.68 INTERNAL DEBT 69,397,775.00

Interest \$34,001,469.33 17,914,672.62

GRAND TOTAL ...... \$212,869,900.68 \$51,916,141.95 \$264,786,042.63 U. S. Currency

This amount of a little more than a quarter of a billion dollars is distributed among a population of sixteen millions or thereabouts. At the close of the civil war the United States, with a population two and one-half times as great, had a total indebtedness of three billions of dollars. Canada, with a population of less than one-half that of Mexico, has a present indebtedness of two billions of dollars, and is now increasing it in order to care for its home coming soldiers.

¶ Mexico has always paid what she owed, and the longer her creditors have waited for her to pay, the more costly it has been to Mexico. It is estimated that the Government revenues for the present year will yield one hundred million dollars United States currency.

Thus, the total of Mexico's Public Debt is not triple the entire budget of the Republic.

I Few countries can say the same.

Information regarding Mexican commercial, financial or statistical matters can be obtained by addressing Financial Agent of the Mexican Government, 120 Broadway, New York. Department A.

### EXPORTS OF MEN **URGED BY EXPERT**

Latin America Not Bad Place

Central, where owing to the absence of English speaking natives he had been unable to convince the Administrator that his pump really looked like the picture in the catalogue. "And you know," said the gloomy visitor, "the house expects great things from all these inquiries. They decided to send me on this trip because I held the lead on sales in their organization. They said I would "get by some way."

A mlesman turned up in Havena a couple of years ago representing an important manufacturer of steel cars. He spoke Engilsh fluently, so fluently in fact, that I specified his cars on a pending order for our concern—and the cars as well as his company were all right; the had the goods. In fact, he was so "simpatico." as Mr. Preciado puts it, that I gave him a letter to a prominent Spaniard on the other end of the leiand whom I happened to know was in the

men have been seeking fortunes abroad, and solitude, difficulty and discomfort bave not weighed heavily on their Barbados, Grenada and the BaGreat Britain's power this willing spirit
of adventure of her sous, and none of
the exports has paid greater dividends an who presidency of St. Kitta-Nevis imported Spanish Sai4.477 from the United States in 1915 Among the leading imports of this island that our pouth have not an equal sturdiness of character that is not to be president.

the foreign ports, as well as negligence in making the specifications in the Consultance of the couldn't convince the old Spanishing the specifications in the Consultance with the bills of lard that his cars were the ones to bus because. Although the old gentleman listened courteously, as in the manner of the net and gross weights of cases, the price of each particular article and the total price of the entire consignment.

"Exporters seem to think that the Consultance are also in the interest guesses on Consultance are also in the largement.

"Exporters seem to think that the Consultance are also in the marks of South America learned to consultance are also in the marks of South America and Dominica also were fair customers. Antiguas, Montserrat and Dominica also were fair customers. Antiguas, Montserrat and Dominica also were fair customers. Antiguas imports in 1915 totalied \$470.101, those of Montserrat \$144,452 and of Dominica Surely the past two years have proved derift of the argument.

The European who constitutes a formidable and relentiese competitor in the marks of South America also made to the trade opportunities along the northern coast of South America and in Central America.

The European who constitutes a formidable and relentiese competitor in the marks of South America and in Central America are feeling as inharent in life in parts of South America?

Surely the past two years have proved Montserrat \$144,452 and of Dominica \$359.615.

Reference is also made to the trade opportunities along the northern coast of South America and in Central America and in Central America and in Central America and in Central America and increase of South America and Dominica also were fair customers.

The European who constitutes a formidable and relentiese competitor in the marks of South America and Dominica also were fair customers.

The European who constitutes a formidable and relenties competitor in the marks of South America and Dominica also the described as inharent in life in parts of South America?

S cities differ in customs from c is difficult to believe. They will we believe, willingly enough and stay long enough to play a great part rot alone in building up our trade rela-tions but also in improving the very conditions we are discussing.

Colonies of alert minded young North Americans in progressive capitule like Rio, Buenos Ayres, Santiago and even Ric, Buenos Ayres, Santiago and even in the primitive towns of the interior that matters of great political imporwill carry the spirit of our people with lance are to be settled in the very near Juan E. Gattinoni L'acceptance were consequence to them.

PARDO BEGINS HIS EXILE. Ex-President of Pern Leaves Lima

COAL COKE MATLACK IRON STEEL

We ship any of the above commodities to ports throughout the world. Let us give you c. i. f. quotations on all of your foreign inquiries. Our loading facilities are manifold and are supervised by the best loading men in the country. Frompt despatch is the secret of our success. We have shipped coal from Hampton Roads to Buenos Aires in thirty days time. Let MATLACK worry about the ex-

## The Matlack Coal & Iron Corporation

52 Vanderbilt Avenue, New York City. Garay 245, Buenos Aires, Argentina.

English Correspondents

W. H. BOWATER, Ltd., Birmingham, England.

Foreign Correspondents Montevideo Valparaiso Madrid Rio de Janeiro

Vladivostok

Domestic Offices

Norfolk Bunkering Agents at

Boston Philadelphia Charleston

Pensacola

Newport News Providence

Baltimore

Savannah

Galveston

Marseilles

Genoa

Bogota

MEXICO IS FACING ERA OF PROSPERITY

Caracas

Guayaquil

Philadelphia

Portland New York

Jacksonville

New Orleans

Hampton Roads

Better Prospects. of Carlisic Mason, Inc., have stated that | Latin America on the suggestion of high of Carlisic Alason, the, have predation of there is great hope and expectation of officials of the church who recently gathfrom business relations being established ered in Columbus, Ohio, for the celebralike | Mexico by United States interests.

future, and all eyes in our sister republic have been turned to the settlement of Algeria peace conditions in Europe and the re-turn of President Wilson to the United Mexico. States

New Hotel in Rio de Janeiro. Vice-Consul Augustus I. Hasskarl re-ports from Rio de Janeiro, Brazil, under

date of May 7, 1919, that the new Palace Hotel, which is owned by the Guinle Bros. of Rio de Janeiro, will be opened Lima, Peru, July 13 .- Jose Pardo, who June or early in July of this year. This plant in South America.

**METHODISTS TURN** TO SOUTH AMERICA Mining Engineers Report Plan Huge Fund for Propaganda Work.

The Methodist Church is planning to well known engineering firm raise \$70,000,000 for propaganda work in tion of the centenary. Latin American officials of the church who have urged Juan E. Gattinoni, Uruguay; Luis Alon-so, Cuba; A. G. Valion, Argentina; R. Algerta, Peru; S. Valenzuela and M. Verugoora, Chile, and E. Velagoo of

States.

It is the general opinion that an era of prosperity is about to dawn on the Republic of Mexico.

In order to make the work more effective it was urged that the present forces now engaged in Latin America should be materially increased. Twenty-three hundred presents of the present forces and the present forces are public of Mexico. dred persons are requested to spread the gorsel of the Methodist Church in Mexico, 250 in Argentina, 100 in Chile, and 59 in Brazil. A petition was also presented for the establishment of \$1. churches and 18 parochial schools in Brazil as well as for a fund of \$100,000 for the establishment of a publ

Nicaraguan Official

TO THE HOITOR LATIN AMERICAN perarrier The Sun-Sir: I am willing to cooperate in any and all ways that I can toward the further and continued success of the worthy paper. Yours very truly, V. Lacavo,

Approves Latin Section

American section in your Consul-General of Nicaragua.